

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

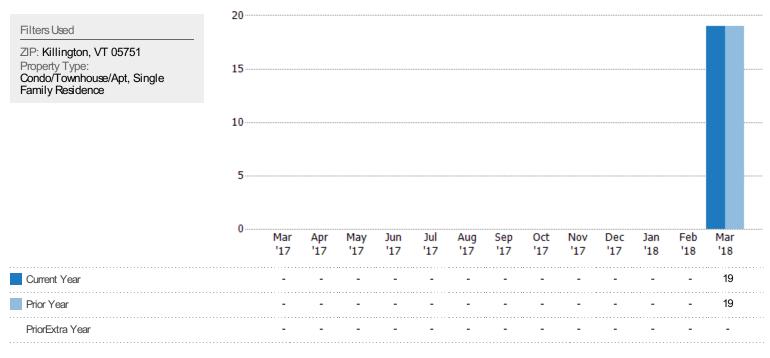
+/-	YTD 2017	YTD 2018	+/-	Mar 2017	Mar 2018	Key Metrics
						Listing Activity Charts Metrics
+	19	19	+	19	19	New Listing Count
+16%	\$4,799,100	\$5,566,900	+16%	\$4,799,100	\$5,566,900	New Listing Volume
-34.4%	128	84	-34.4%	128	84	Active Listing Count
-28.7%	\$36,686,791	\$26,171,100	-28.7%	\$36,686,791	\$26,171,100	Active Listing Volume
+8.7%	\$286,616	\$311,561	+8.7%	\$286,616	\$311,561	Average Listing Price
+9.6%	\$159,000	\$174,250	+9.6%	\$159,000	\$174,250	Median Listing Price
-32.3%	198	134	-32.3%	198	134	Median Daysin RPR
-50.8%	21.3	10.5	-	-	-	Months of Inventory
+4.8%	4.69%	9.52%	+	-	-	Absorption Rate
						Sales Activity Charts Metrics
+80%	10	18	+80%	10	18	New Pending Sales Count
+104.4%	\$1,333,300	\$2,725,400	+104.4%	\$1,333,300	\$2,725,400	New Pending Sales Volume
+30.8%	13	17	+30.8%	13	17	Pending Sales Count
+20.9%	\$2,363,100	\$2,857,800	+20.9%	\$2,363,100	\$2,857,800	Pending Sales Volume
+62.5%	8	13	+62.5%	8	13	Closed Sales Count
+116.6%	\$1,276,900	\$2,766,000	+116.6%	\$1,276,900	\$2,766,000	Closed Sales Volume
+33.3%	\$159,613	\$212,769	+33.3%	\$159,613	\$212,769	Average Sales Price
-29.3%	\$133,000	\$94,000	-29.3%	\$133,000	\$94,000	Median Sales Price





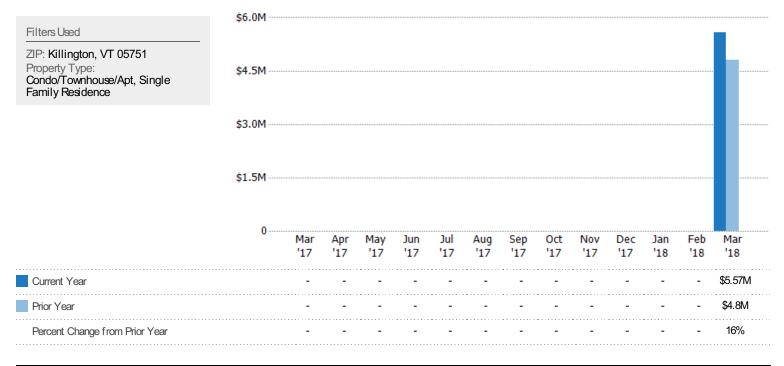
New Listings

The number of new single-family, condominium and townhome listings that were added each month.



New Listing Volume

The sum of the listing price of single-family, condominium and townhome listings that were added each month.







Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.

Filters Used	200													
ZIP: Killington, VT 05751 Property Type: Condo/Townhouse/Apt, Single Family Residence	150													
	100													
	50													
	0	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	84
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	128
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-34%

Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used	\$40.0M ······													
ZIP: Killington, VT 05751 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$30.0M													
	\$20.0M													
	\$10.0M												,	
	0	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$26.2M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$36.7M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-29%

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Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

	\$400K ······												
Filters Used ZIP: Killington, VT 05751 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	±1001/												
	\$100K												
	0	-		_									
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$312K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$287K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	9%

Median Listing Price

The median listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used	\$200K ······												
ZIP: Killington, VT 05751 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	\$174K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$159K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	10%





Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

	\$500K												
Filters Used ZIP: Killington, VT 05751 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
	\$250K												
	\$125K												
	0 Mar '17	Apr '17	May '17	Jun '17		Aug '17		0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Avg Est Value	-		-			-	-	-	-	-		-	\$456K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$312K
Avg Listing Price as a % of Avg Est Value		-	-	-	-	-	-	-	-	-	-	-	68%

Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

	\$500K												
Filters Used ZIP: Killington, VT 05751 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
	\$250K												
	\$125K												
	0 Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
	'17	'17	'17	'17	'17	Aug '17	'17	'17	'17	'17	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$456K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$174K
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Median Days in RPR

The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

	300												
Filters Used ZIP: Killington, VT 05751 Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												
	75												
	0												
	Mar	Apr	May	Jun	Jul	Aug '17	Sep '17	Oct	Nov	Dec	Jan	Feb	Mar
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	134
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	198
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-32%

Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	9%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	12.8
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	14
	0 Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
	8												
Filters Used ZIP: Killington, VT 05751 Property Type: Condo/Townhouse/Apt, Single Family Residence	23												
Filtors lood	50												





Absorption Rate

The percentage of inventory sold per month.

Filters	l lood
1 IIICIS	Useu

ZIP: Killington, VT 05751 Property Type: Condo/Townhouse/Apt, Single Family Residence

10%
5%

	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	7%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	8%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	1%

Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

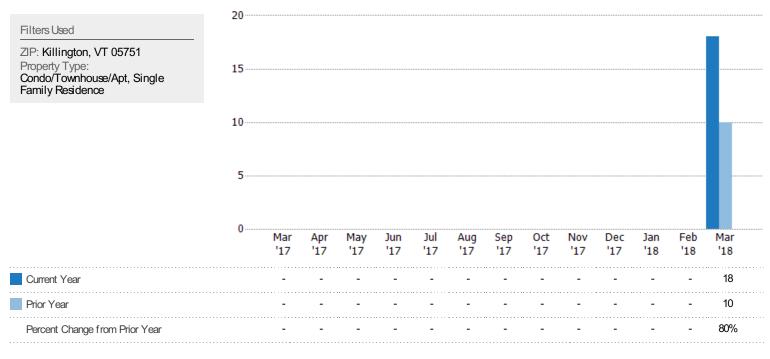
Filters Used ZIP: Killington, VT 05751 Property Type: Condo/Townhouse/Apt, Single Family Residence	68	 	 	 	 				
	45	 	 	 	 				
	23	 	 	 	 				
	0								
		May '17				Dec '17	Jan '18	Feb '18	Ma
Active	0 Mar				Nov	Dec	Jan	Feb	Mai '18
Active Pending	0 Mar				Nov	Dec	Jan	Feb	Mai '18 84 17





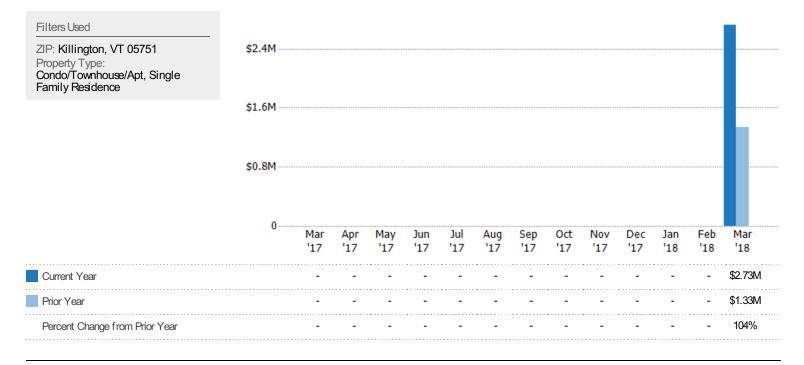
New Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were added each month.



New Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

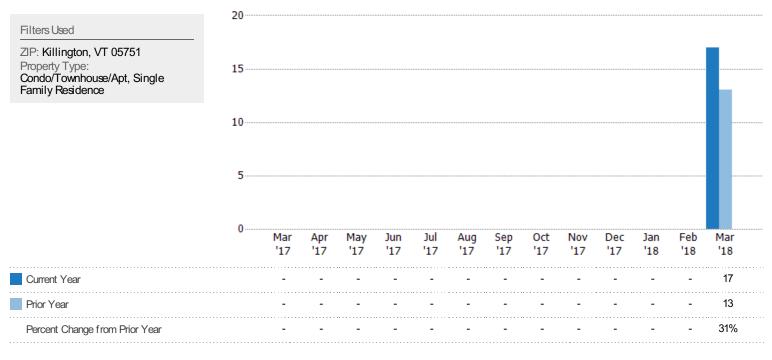






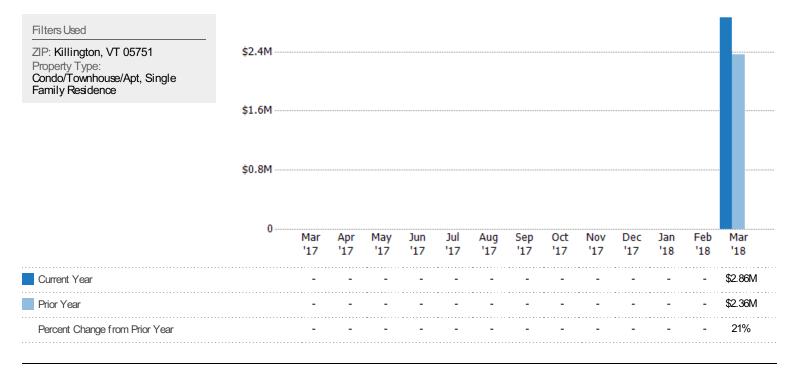
Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.



Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.



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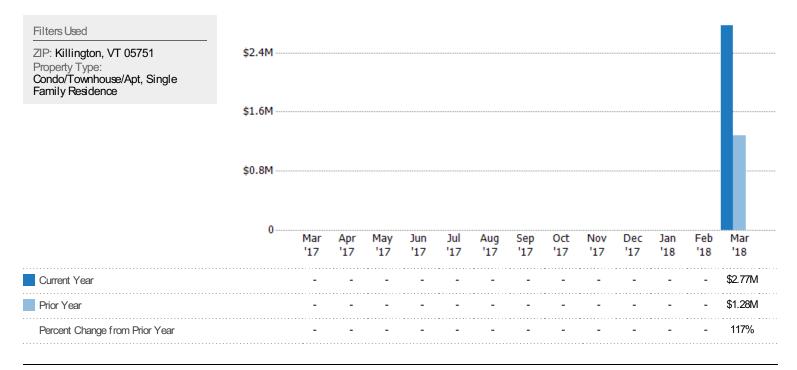
Closed Sales

The total number of single-family, condominium and townhome properties sold each month.

Filters Used	20													
ZIP: Killington, VT 05751 Property Type: Condo/Townhouse/Apt, Single Family Residence	15													
	10													
	5													
	0	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	13
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	8
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	63%

Closed Sales Volume

The sum of the sales price of single-family, condominium and townhome properties sold each month.



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Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

Filters Used 90%	
ZIP: Killington, VT 05751 80%	
Property Type: Condo/Townhouse/Apt, Single 70%	
Family Residence 60%	
50%	
40%	
30%	
20%	
10%	
0	Mar
Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan Fel 17 17 17 17 17 17 17 17 17 17 17 17 17 1	'18
Condo/Townhouse	77%
Single Family Residence	23%

Average Sales Price

The average sales price of the single-family, condominium and townhome properties sold each month.

	\$300K												
Filters Used													
ZIP: Killington, VT 05751 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0												
	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$213K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$160K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	33%





Median Sales Price

The median sales price of the single-family, condominium and townhome properties sold each month.

	\$200K												
Filters Used ZIP: Killington, VT 05751 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0					A							
	Mar '17	Apr '17	Мау '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$94K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$133K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-29%

Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	92%
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$213K
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$231K
	0 Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
	\$150K \$75K												
ZIP: Killington, VT 05751 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
Filters Used	\$300K												





Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

	\$200K ······												
Filters Used ZIP: Killington, VT 05751 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0 Mar '17	Apr '17	May '17	Jun '17		Aug '17		0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$103K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$94K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	91%

Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

Filters Used	\$300K												
ZIP: Killington, VT 05751 Property Type: Condo/Townhouœ/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$0
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$231K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	100%

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Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.

	\$200K ······												
Filters Used ZIP: Killington, VT 05751 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0 Mar '17	Apr '17			Jul '17	Aug '17		0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$0
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$103K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	100%

